

coloradoC.Q.

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CORN QUARTERLY

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Colorado C.Q. (Corn Quarterly) is a publication of the Colorado Corn Growers Association (CCGA). Members of CCGA are dues-paying, politically active farmers who focus on policy that impacts the state's corn producers and broader ag community. They engage in education and outreach, among other endeavors.

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From the Executive Director

We are all living together through a global pandemic the likes of which very few, if anyone, alive has seen with their own eyes. It has completely disrupted everything around us. It placed us on a global lockdown, ravaged the economy, and turned markets on their heads and while agriculture stayed open for business, it was not spared the hardships. With so many issues of great magnitude and impact, it can be easy to become overwhelmed with the day-to-day onslaught of information.

All this turmoil and uncertainty can make it hard to focus on the needs at hand, but that is exactly what Colorado Corn did: we were able to keep our focus working for the benefit of the corn farmer. As the lockdowns swept across the country with the coronavirus, we were right there to help provide the information to keep your farm safe and updates on programs available to your operation through the Small Business Association (SBA) such as the Paycheck Protection Plan (PPP) loans and Economic Injury Disaster Loans (EIDL), as well as those programs through the U.S. Department of Agriculture, such as the Coronavirus Food Assistance Program (CFAP).

Our staff work diligently to provide the necessary content, work with the Commissioner of Agriculture to help identify issues before they exploded, kept in contact with our elected officials to relay the impacts of the coronavirus on the ag sector, and finished one of the strangest Colorado legislative sessions I have ever been a part of. Even throughout this, we were able to move the needle on the issues and bills that impact every single one of our growers.

Yet it was not all doom and gloom. Through it all the importance of agriculture was felt by everyday Americans as they dealt with empty grocery shelves. Our partners at the U.S. Meat Export Federation (USMEF) and U.S. Grains Council (USGC) have seen exports remain strong despite COVID-19 lockdowns, and made in-roads for new markets for our products respectively.

When do we get back to "normal?" That is hard to say but I have faith that one day we will have the confidence and ability to drop the new part of normal. In the meantime, Colorado Corn will remain focused and diligent on moving forward doing the work today that will allow you to keep farming in the future.

Be Safe and Be Well!

Nicholas Colglazier
Executive Director

Staff:

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Dir. of Public Policy & Market Development: Kim Reddin - kreddin@coloradocorn.com



Nicholas Colglazier

CCGA & CCAC Leadership

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Membership Services

Jessica Brophy, Jeff Cure, Jeremy Fix, Kyle McConnell, Jeff Self

Outreach Advisory Team

Josh Hasart, Rod Hahn, Kyle McConnell, Matt Mulch

CCGA is a member organization founded in 1979. Dues-paying farmers and ag representatives focus on policy at the local, state and federal levels. We represent and advocate for corn growers in Colorado.

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Market Development Action Team

Nathan Weathers (Chair), Jessica Brophy, Jeremy Fix, Rod Hahn, Mike Lefever, Matt Mulch, Troy Schneider, Randy Wenger

Regulatory Affairs

Rod Hahn (Chair), Dave Eckhardt, Lila Hahn, Josh Hasart, Lanny Huston, Greg Larsson

Grant Committee

Bryan Hofmeister, Matt Mulch, Troy Schneider

The Colorado Corn Administrative Committee (CCAC) was established over thirty years ago to manage a one-penny-per-bushel assessment collected by first handlers of sales of corn in the state.

The CCAC continues to manage the investments of Colorado's corn check off dollars. This allocation is allowed to be used specifically for research, market development, outreach and education on behalf of corn producers in the state.

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CCGA Spotlights

Sponsor Spotlight



At Farm Credit of Southern Colorado, we are your neighbors, your partners, and your support team. We don't just give you the financing you need, we stand by you to help you find your success. We help you when times get tough and we work tirelessly to create genuine relationships with you and your operation.

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Member Perk Spotlight

Viaero Wireless has served residents and businesses in Colorado, Kansas, Nebraska, and Wyoming for more than 25 years. We are based in Fort Morgan, Colorado, and we hire



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Regulatory Affairs

Green House Gas Emissions Tracking

The Air Quality Control Commission (AQCC) held a virtual rule making on Rule Number 22 regarding the reporting of greenhouse gas (GHG) emissions. In the proposed rule it is requiring many industries to track and report the amount of GHG they emit every year to determine a yearly emissions in our state. Currently, the rule does not require those in the agriculture sector to submit GHG emissions, but it does ask for the sector to voluntarily submit GHG emissions. Colorado Corn is working with our industry partners, Colorado Livestock Association, Colorado Cattlemen, Colorado Farm Bureau, and others to find the best approach to reporting as this rule progresses. While the AQCC accepted the new rule as written on Friday, May 22 that allows for agricultural operators to submit voluntary GHG reports, WildEarth Guardians did submit a proposal and made comment to make the reports for agriculture mandatory. While their proposal was not adopted, WildEarth Guardians did get some traction on the issue when Clay Clarke, head of the Division's climate change unit, thanked them for raising the issue and they are starting public outreach on agricultural reporting.

Rocky Mountain National Park Nitrogen Deposition

The RMNP Ag Subcommittee met on May 27 to continue the discussion on the impacts of nitrogen to the park. Colorado Corn continues to engage to ensure the good practices our producers have and are implementing to mitigate nitrogen deposition and ensure the sources of the nitrogen are accurately tracked.

Dicamba 9th Circuit Court Ruling

Colorado Corn will continue to assess the situation and provide information on how this will impact our growers.

Grain Handlers Sunset Review

Rod Hahn from the committee continued to engage on the issue as amendments were proposed to the act to ensure protections were provided to our growers while minimizing the pass through of increased regulatory costs to them.

Research Action Team

The Research Action Team elected Bruce Unruh as their new chair and reviewed a research proposal from Dr. Chavez from CSU. The research project presented by Dr. Chavez would conduct a multi-year (3-year) study to calibrate ET algorithms. The Research Action Team did not see a substantial impact or return for an investment of corn assessment dollars.

The A-team participated in a joint presentation with Texas and Kansas Corn to get an update on research conducted by Dr. Obasa regarding fumonisin control in corn. The results of the study were generally positive as bacteria strains in all three states were found to have the ability to control fumonisin growth. You can read more about the research project update on page 14.

Market Development Action Team (MDAT)

MDAT approved funds for professional photography associated with the animal protein project, and for future use in other promotion and education efforts with our livestock/dairy/poultry customers and consumers.

The committee discussed and voted on a proposal to support Nebraska Corn's ethanol promotion via advertising with the Big 10 Network. The committee decided they needed more information about how the ads were driving sales.

Mike Lefever and Kim Reddin attended the Animal Ag Alliance conference virtually. Read more about the conference on page 16.

Matt Mulch, Mike Lefever, and Kim Reddin attended parts of the Ag Transportation Coalition (AgTC) conference virtually. You can read about this conference on page 18.

CCGA Recent Activity

State Legislative Update Becky Brooks

The legislative session resumed on May 26, after being suspended on March 14 due to the Coronavirus. The session adjourned on June 15.

First, the usual water bills dealing with Endangered Species and the CWCB Water Projects all were passed. Of course, there is less money, due to both the economic impact of the pandemic and the plunge of oil and gas revenues.

Both of the sunset acts we were tracking, the seed act and the grain handlers and commodity products act, were passed in the last days of the session. The grain handlers was the most contentious, but after the stakeholders spent hours coming up with different ideas, everyone was pleased with the final product.

Finally, HB 1420 was a bill introduced near the end of the session and was an attempt to roll back a number of tax exemptions, put a cap on loss carry forward, a tax annuities and be able to tax part of the money from the CARES act. In the House, the ag lobby was able to exempt ag from cap on loss carry forward by excluding Schedule F from the bill. However, in the Senate, the sponsors stripped everything out except the CARES language. The section to roll back credits on energy used for production was gone. So, we were elated when the bill was stripped down on second reading.

Just a note, non-ag related, but a referred measure on a tobacco tax was passed in the final days and through some maneuvering by Senator Coram, an additional \$30 million for three years was carved out for rural schools. Everything will help with 3.3 billion cut out of the budget.



CCGA Joins Coalition, Amicus Brief Opposing Executive Order

In May, Gov. Polis signed an executive order to allow the gathering of signatures for ballot initiatives by mail and email. In response, CCGA joined a broad coalition to oppose this measure in court. This executive order put rural Colorado at a disadvantage to our urban neighbors, created practical problems with fraud and violated the Colorado Constitution.

CCGA joined with 50 organizations in an Amicus Brief in support of a lawsuit filed by Concern Colorado against the governor's executive order. The proposed process would have excluded many Coloradans from participating either because they don't have access or cannot afford internet service or technology, such as computers, printers, and smart phones. This would have given a smaller group of Coloradans with access to these resources an unfair advantage to put their issues on the ballot, while leaving other populations, like our state's rural and elderly populations, out of the election process.

The Colorado Supreme Court ruled Executive Order 65 was unconstitutional, and Governor Polis does not have the authority to suspend the constitution under the Colorado Disaster Emergency Act.

"The supreme court concludes that article V, section 1 of the Colorado Constitution requires that ballot initiative



petitions be signed in the presence of the petition circulator. Because that requirement cannot be suspended by executive

order, the Governor is not authorized to create an exception to that requirement," the Supreme Court stated in the ruling.

This ruling ensures rural Colorado's voice in the ballot initiative process. CCGA will continue to fight for our member's equal access in the ballot process and defend the Constitution.

CCGA Public Policy Action

Randy Wenger,
Public Policy Committee Chair



On March 14th, the Colorado State Legislature suspended their session until May 26, 2020 due to COVID-19. The initial suspension was subsequently extended to April 2, 2020, then to May 18, 2020, and then to May 26, 2020. All Interim Committees were canceled for the 2020 year.

While the session was suspended, and throughout the state's 'Stay-At-Home' orders, the Public Policy Committee still held a weekly conference call to keep on top of the issues impacting agriculture across the state.

Activity during Governor's Stay-at-Home Order

- Two Town Hall calls with Senator Cory Gardner. Sen. Gardner wanted input from Ag Leaders on what needed to be done during the COVID Pandemic period, CCGA's suggestion was to add COVID to the cause of loss on Preventive Planting. Sen. Gardner discussed the idea with Secretary of Ag, Sonny Perdue. Unfortunately, Sec. Perdue was not in favor of the idea.
- Other town halls were attended by staff, including Sen. Bennet, and Rep. Buck, and the Colo. Department of Agriculture.
- The committee started a COVID Taskforce. Members include: Dave Cure, Jeff Self, Randy Wenger, Kyle McConnell, Nathan Weathers, (all Colo Corn) Matt Huie (Texas Corn, SWCA), Tom Sell (Combest-Sell & Associates for SWCA), and Bart Fischer (AFPC Texas A&M). The purpose of the taskforce was investigate, advocate and inform corn growers on the specifics pertaining to the SBA loan programs offered to businesses impacted by the COVID-19 economic shutdown and pertaining to USDA assistance, mainly the Coronavirus Food Assistance Program (CFAP).
- Dave Cure, Jeff Self & Kim Reddin attended the Texas Ag Forum virtually.

Activity under 'Safer-At-Home' and since the Legislature resumed May 26th, 2020

- State Legislators Senator Jerry Sonnenberg, Representatives Rod Pelton and Richard Holtorf have been guest speakers during our Friday conference calls to give us their input since the legislative session was reinstated.
- Two Sunset Bills (Commodity Grain Handlers and Seed Labeling) passed.
- Amicus Brief: CCGA joined in a coalition with 50 other organizations that joined the suit challenging Governor Polis Executive Order D 2020 65. The order had two main features. First, it suspended various statutory requirements governing Colorado's ballot-initiative process. Second, it commanded the Colorado Secretary of State to promulgate regulations that, must allow registered electors to sign proposed ballot initiatives by e-mail or by mail and without a petition circulator being present. The Colorado Supreme Court ruled this order was unconstitutional. For more information on this, see page 6.

2020 Legislative Session Positions

In Support

- HB20-1003** - Rural Jump start Zone Act Modification
- SB20-054** - Rural Development Program Creation - was postponed indefinitely.
- SB20-002** - Rural Economic Development Initiative Grant Program
- SB20-115** - Register Surplus Military Vehicle as Farm Vehicle
- SB20-132** - Surplus Military Vehicle and Emergency Vehicle

In Opposition

- HB20-1117** - Misbranding Nonmeat and Artificial Meat
- HB20-1420** - Adjust Tax Expenditures For State Education Fund

Coalitions Joined in 2020

- Coloradans for Responsible Pesticide Application (CRPA)
- Coloradans Against Public Option

COVID-19 Actions

Analysis Projects \$89 per Acre Losses for 2020 Corn Crop due to COVID-19

New analysis released by the National Corn Growers Association (NCGA) projects a drastic drop in 2020 revenues as a result of the COVID-19 pandemic with impacts persisting into 2021.

The latest analysis projects a \$59 per acre average revenue decline for the 2019 corn crop and an \$89 per acre average revenue decline for 2020, compared to pre-COVID-19 projections. If realized, the 2020 crop year revenue would be the lowest corn revenues since 2006. Residual impacts from COVID-19 on corn prices are very likely to persist into 2021 and possibly beyond.

Dr. Gary Schnitkey, of integrated Financial Analytics and Research, LLP, provided the Estimates of State-Level Losses on Corn Acres Resulting from COVID-19 on 2019 and 2020 Production report.

In this analysis, he shows a \$13,647,400 loss (-\$10.50/acre) for the 2019 corn crop in Colorado, and a loss for 2020 of \$38,094,189 (-\$25.53/acre) in Colorado.

NCGA Joins U.S. Farm & Biofuel Leaders Petitioning Congress for COVID-19 Relief

America's top biofuel and farm advocates called on House and Senate leaders to ensure the next round of COVID-19 relief does not overlook U.S. ethanol and biodiesel production. The joint letter to House Speaker Nancy Pelosi and Senate Majority Leader Mitch McConnell echoes bipartisan appeals from House and Senate members, as well as governors across the heartland. It was signed by the Renewable Fuels Association, Growth Energy, the National Biodiesel Board, the American Farm Bureau Federation, the National Corn Growers Association, the American Soybean Association, the National Farmers Union, the National Oilseed Processors Association, the National Renderers Association, the National Sorghum Producers, and Fuels America.

"The situation we face is dire," wrote biofuel and farm advocates. "More than 130 biofuel plants have already partially or fully shut down as motor fuel demand plunged to 50-year lows. America's

biofuel plants purchase annually more than one-third of U.S. corn and U.S. soybean oil, and the loss of those markets has depressed farm income and will continue to push corn and soybean prices down dramatically. The damage has rippled across the entire agricultural supply chain."

The letter notes that the U.S. Department of Agriculture (USDA) excluded the biofuel sector from initial aid under CARES Act, despite urgent letters of support to Secretary Sonny Perdue from broad, bipartisan coalitions in the House and Senate.

"While it is important that biofuel producers are included in any infrastructure or tax legislation designed to hasten America's long-term economic recovery from COVID-19, relief is needed now to ensure these producers are positioned to bring renewable fuel production back online when conditions improve," wrote the rural leaders. "It is vital that the next COVID-19 relief package includes immediate, temporary, and direct assistance to help the U.S. biofuel industry retain its skilled workforce and mitigate the impact of plant closures on the food and feed supply chain and rural communities."

"We look forward to working with you to ensure that America's biofuel producers get through the crisis and stand ready to fuel a robust recovery across rural America," they added.

CARES Act Includes Support for Agriculture

The Coronavirus Aid, Relief, and Economic Security (CARES) Act, H.R. 748, includes \$48.9 billion for U.S. Department of Agriculture (USDA) agencies and the Food and Drug Administration (FDA) to respond to the coronavirus pandemic. This includes \$9.5 billion for the Secretary of Agriculture to assist agriculture producers, including specialty crop producers; producers who support local food systems such as farmers' markets, schools, and restaurants; and livestock producers, including dairy.

NCGA played an active role in the development of the CARES Act and will continue to work closely with members of Congress and federal agencies on its implementation and future legislative efforts to alleviate the impact of COVID-19.

NCGA - Actionables, Activities, & Announcements

NCGA Encourages Court to Respect EPA Decision

NCGA joined a coalition of national trade associations urging the Ninth Circuit to reject an non-government organization (NGO) call to invalidate EPA's dicamba existing stocks order for three dicamba products whose registrations were immediately vacated by the court this year.

NCGA joined with other ag organizations in filing an amicus brief supporting EPA's position against the NGO petition. The brief seeks to invalidate EPA's dicamba existing stocks order and hold the agency in contempt, citing the catastrophic consequences that could result if the NGO's request is granted.

The grower coalition's brief makes a case for farmers caught in a highly frustrating and costly situation amid prime planting season and the narrow weed-control window. Many farmers made management decisions and product investments months ago in good faith.

While the decision of the Ninth Circuit does not directly impact corn production, it does impact corn growers, many of whom also raise soy or cotton on their farms. Furthermore, the long-term implications of the judicial overreach exercised in this decision are troubling. **This ruling, and the subsequent legal exploits exercised by the plaintiffs, calls into question the current and future scientific authority of the EPA over pesticide registrations, as well as farmer access to them.**

Farmers rely on EPA's science-based process for developing appropriate and safe guidelines for the use of crop protection products. The fact that courts may now decide how farmers use pesticides thoroughly studied and registered by EPA harms growers now and in the future.

NCGA will continue to advocate for farmer access to tools documented by the EPA to be safe and effective for managing the pests faced by America's farmers each growing season.

Senate Agriculture Committee Reauthorizes Grain Standards Act

The U.S. Senate Committee on Agriculture, Nutrition and Forestry approved the United States Grain Standards Reauthorization Act of 2020. The legislation sets the framework for the functioning of the U.S. Department of Agriculture's (USDA) Federal

Grain Inspection Service.

NCGA joined a coalition of other farm and commodity organizations in a letter to Committee leaders urging they act swiftly to finalize the reauthorization process.

NCGA Launches Farm to Virtual Fair Contest for 4-H and FFA Members

The National Corn Growers Association (NCGA) is kicking-off summer with a new contest, focusing on the benefits of using corn in the feed ration. The contest starts Monday, June 15, 2020, and runs through Monday, November 2, 2020.

"With so many unknowns this year, we wanted to give students participating in their local, county or state 4-H and FFA livestock shows something to look forward to," said Nebraska farmer and Market Development Action Team Chair Dan Wesely. "That's why we are calling this the Farm to Virtual Fair contest. Whether you're able to attend in-person or not, we want to recognize the hard work that goes into caring for and showing livestock."

To enter the contest, you must follow NCGA (@corn growers) on Instagram, tag NCGA in the post and use the hashtag #MyCornFedBarn. Participants can enter a photo or video, explaining why they use corn in their feed ration.

Visit www.ncga.com/f2f to learn more about the program.



CCGA & CCAC News

CCAC District Meetings Go Virtual

The Colorado Corn Administrative Committee will be holding four district meetings in August, in the districts where director positions are up for election. These meetings will be held virtually.

The call in number is **970-812-0768** and conference ID is listed below each district. Dates are as follows:

August 11: 7am - District 5
Conference ID: 195 639 339#

August 11: 12pm - District 6
Conference ID: 359 327 262#

August 12: 7am - District 7
Conference ID: 887 678 529#

August 12: 12pm - District 8
Conference ID: 411 678 523#

For more information on these district meetings, please visit www.coloradocorn.com.

Colorado Corn will be hosting a webinar series with many of our various partners to provide updates about trade, domestic demand, corn economics, and state legislation in August and September. We hope you will all be able to join these webinars and help promote the good work Colorado Corn is doing for corn growers and agriculture in Colorado.

Corn Congress & DC Fly-in Goes Virtual

In May, NCGA announced Corn Congress would be held virtually for the first time. The event was held July 14-15. Colorado Corn board members and staff, including Randy Wenger (Colorado Delegate), attended the meeting.

The Washington D.C. fly-ins, where members meet with legislators and lawmakers on Capitol Hill, were also moved to a virtual set-up and were held July 20-24.



Industry News

WHIP+ Signup

The Wildfire and Hurricane Indemnity Program Plus (WHIP+) provides disaster payments to producers to offset losses from hurricanes, wildfires, and other qualifying natural disasters that occurred in the 2018 and 2019 calendar years. WHIP+ covers losses of crops, trees, bushes, and vines that occurred as a result of those disaster events.

Program Signup

Signup opened in September 2019, and in February 2020, USDA announced some expansions to the program funded through the Further Consolidated Appropriations Act of 2020. The expansions included assistance for:

- Losses due to excessive moisture and D3 and D4 drought*
- Sugar beet losses**
- Quality losses

* Opened March 23, 2020 for losses because of excessive moisture and D3 and D4 drought.

Visit <https://www.farmers.gov/recover/whip-plus> for more information.

EPA Administrator Wheeler Appoints New Members to the Farm, Ranch, and Rural Communities Federal Advisory Committee

The U.S. Environmental Protection Agency (EPA) Administrator Andrew Wheeler announced the appointment of thirty-three members to the Farm, Ranch, and Rural Communities Committee (FRRCC).



Established in 2008, the FRRCC provides independent policy advice, information, and recommendations to the EPA administrator on a range of environmental issues and policies that are of importance to agriculture and rural communities.

Including among those was Don Brown - Anchor Three Farm, Inc. (Colorado Commissioner of Agriculture 2015-2019); Yuma, CO.

CCAC Market Development Outreach

Corn Fed Animal Protein Campaign

The CCAC has worked with Registered Dietitian Shari Steinbach to create an editorial article on the value of animal protein, specifically those fed with corn.

What has happened thus far with these articles:

- Shari Steinbach wrote an article based off 'Loving the Land' for RDBA (Retail Dietitians Business Alliance) titled 'Communicating Sustainability Facts – A Case Study with Corn' e-newsletter. This e-newsletter reaches approximately 2,500+ members representing the food industry and all major retailers nationwide.
- In-studio photoshoot with professional photographer to capture animal protein products 'made with Colorado grain corn'.
- Original animal protein article revised and formatted into a consumer article currently in distribution via Family Features. The distribution on this started May 5th, and within just three weeks the online results are especially impressive. As of July 20th, the article

has generated over 1,000 placements and 225 million impressions in print and online. Social engagement is nearly 8,000 consumers.

What's next for these articles:

- More media placements in-state and with neighboring western states
- Each article is being developed into fact sheets, with infographics to be used for consumer education purposes. The fact sheets will be on the website as a downloadable PDF, and possibly in print for certain consumer events or education programs. The infographics will be use on our website and in social media.



Shari Steinbach



“Look for the Blue Hose”

IMPROVE YOUR ENGINE'S PERFORMANCE

The consumer campaign about E15, 'Look for the Blue Hose' is putting higher blends of ethanol like E15 and E85 on the map literally! To see for yourself, visit www.lookforthebluehose.com

The 'Blue Hose Project' builds on previous consumer education activities from 2018 in Colorado Springs with our fellow check-off partners from Kansas and Nebraska. Joining the effort with Colorado, Kansas, and Nebraska is the American Lung Association's Clear Air Choice program. Together the project has two main goals – increase sales of high blends of fuel sold in the Colorado Springs market and improve our air quality.

To reach this goal, the project will concentrate on consumers, fuel retailers, automotive professionals (sales staff, service technicians, and mechanics), and automotive educators and students. The map is the first step towards guiding consumers to the pump. Stay 'tuned' for more details and updates.



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USGC Continues to Promote Exports Despite COVID-19



U.S. GRAINS COUNCIL

While much of the world has spent the last few months at home to avoid the COVID-19 pandemic, global grain trade - much like U.S. agriculture - has never stopped. With the mission of developing markets, enabling trade and improving lives around the world, ensuring global customers get the U.S. grains they need has been front of mind for the staff and members of the U.S. Grains Council (USGC).

At the outset of pandemic-related closures, the Council's global staff spent significant time working with customers who were worried about having access to the continual supply of grains they need. The Council's presence and unique information were able to reassure them the U.S. is a reliable supplier even in the most uncertain of times.

"The good news is that before any of these restrictions, we worked in more than 50 countries directly with a staff and consultant base of just over 100 people. So we are experienced with doing at least some business remotely and using technology to be in touch with each other and our customers," said USGC President and CEO Ryan LeGrand.

"What we have found is that our customers are as interested in the information we can offer them during this time as ever, in fact more interested in some topics like transportation. That information flow is just taking a different format for the time being."

Even as much of the world has taken to social distancing, rail cars have continued to move north to Canada and south to Mexico, barge facilities have continued to move commodities through the inland waterway system, and vessels have continued to load and ship U.S. products to destinations around the world, like Southeast Asia.

Several key markets have made steady buys of U.S. grain since the pandemic's restrictions began, ensuring they

have robust supply on hand and turning to the U.S. as the world's most reliable supplier during troubling times.

"The reality is the physical movement of grain, feed and ethanol hasn't fundamentally changed," LeGrand said. "Loading the various modes of transportation with grains really doesn't require the presence of a large group of people, so the flow of grain and feed has gone largely uninterrupted during the pandemic."

Work on the trade policies that support exports has also continued. The U.S.-Mexico-Canada Agreement (USMCA) entered into force July 1, as planned, and new negotiations continue to move with the United Kingdom, European Union and Kenya. In addition, LeGrand is cautiously optimistic about China meeting its recently inked Phase One commitments.

"There is a lot to be said in terms of our overall relationship with China, but right now, as far as corn and sorghum goes, China is really stepping up to the plate."

Over the last year, China has emerged as the fifth largest buyer of U.S. corn increasing purchases by 182 percent, just behind South Korea, in the current marketing year so far. In the same year, China has purchased just over 2.4 MMT of U.S. sorghum.

Southeast Asian markets for both U.S. corn and value-added products are also promising. This marketing year, Vietnam has purchased more than 220 TMT of U.S. corn; that's more than a 200 percent increase over last year. Indonesia recently - and for the first time - is allowing ethanol to be blended into gasoline on the import gasoline tenders.

LeGrand says the impact of the pandemic is shifting market development activities and allowing Council staff to create wholly new ones, spurred by the crisis toward creativity. In all of it, they remain committed to facilitating trade relations with partner countries around the world.

"Throughout the Council's work, we have shifted to a virtual world," LeGrand said.

"So much of what we've done in our 60 years of existence has involved face-to-face meetings with buyers and with foreign policy makers. And now we're finding new and creative ways to continue to do this using technology."



Fumonisin Project Progress Report by Dr. Ken Obasa

Project: Survey of corn fields in Texas, Kansas, and Colorado State for bacteria with potential for the management of fumonisin in corn.

The following provides a summary update of the project accomplishments. Corn samples from Texas, Colorado, and Kansas states were successfully collected and resident bacterial endophytes within each corn stalk successfully isolated. Bacterial endophytes were isolated as consortia, that is composed of more than one bacteria species. A total of 6,432 consortia were isolated. All the consortia were assessed in two independent challenge assays against a mycotoxigenic fumonisin-producing *Fusarium* corn pathogen to identify consortia with potential to inhibit growth of the fungus in a fungus growth media. A total of 242 bacterial consortia were identified from the two independent assays to reproducibly inhibit the growth of the fungus.

A total of 50 representative bacterial consortia were selected from the 242 total and evaluated in a different and replicated assay to further identify consortia with potential to inhibit fumonisin production by the fungus under a condition that promotes fumonisin production by the fungus. From the fifty consortia evaluated, a total of 13 consortia (Tables 1 and 2; Figures 1, 2, and 3) representing all three states of Texas, Colorado, and Kansas were identified as demonstrating potential to inhibit fumonisin production by the fungus as measured using fumonisin quantification test strips. Ten of the 13 identified consortia are currently being prepped for total RNA extraction from the same culture samples used to assay for inhibition of fumonisin production by the *Fusarium* pathogen. Subsequently, the extracted total RNA will be sequenced (RNA-seq) and the sequencing reads obtained mapped to annotated genomes of representative bacteria and the *Fusarium* fungus, which will also be generated as part of this project work, and the resulting data used to identify potential bacterial genes involved in the observed inhibition of fumonisin production by the

fumonisin-producing *Fusarium* corn pathogen.

Preliminary identification of the genus of the bacteria that make up each of the 50 consortia evaluated in the fumonisin production inhibition assays have been completed through sequencing of their respective 16S ribosomal DNA. A total of 150 bacteria, representing on average three bacteria from each consortium was sequenced and identified. Genomic DNA have already been extracted from ten representative bacteria from the one hundred and fifty and are in the process of being sequenced (genomic).

The thirteen bacteria consortia that demonstrated the potential to inhibit production of fumonisin by the *Fusarium* sp. in-vitro will be carried forward for further evaluation, under greenhouse conditions, for their respective potential to inhibit fumonisin accumulation in corn ears of plant artificially infected with the *Fusarium* pathogen.

Ken Obasa, Ph.D., a plant pathologist with Texas A&M AgriLife Extension in Amarillo, leads this collaborative research project. In 2019, Obasa began studying the effects of bacteria to control fumonisin in corn with the intention of finding a new, affordable tool to mitigate the prevalence and concentration of fumonisin in grain.

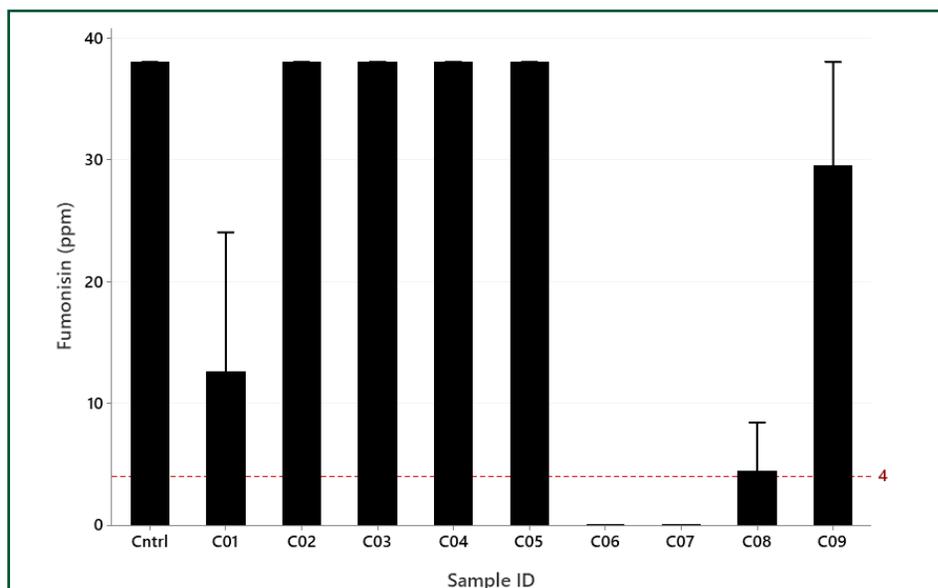


Figure 2. Fumonisin levels measured at the high level range of 7-30 ppm from nine co-cultures of a mycotoxigenic fumonisin-producing *Fusarium* pathogen of corn and bacterial endophytes isolated from corn stalks collected from counties in districts 1 and 2 of Colorado after 21 days of incubation at 25°C in the dark.

Note. All bacterial endophytes previously also showed growth inhibition phenotypes of the *Fusarium* pathogen evaluated. The red line indicates the threshold limit set by the USDA for permissible fumonisin level in grains.

Soil Health Partnership Releases Cover Crop Planting Report

The Soil Health Partnership's Cover Crop Planting Report shows that farmers are using diverse strategies to plant cover crops and a variety of plant species to accomplish their soil health goals.

SHP is the flagship sustainability program of the National Corn Growers Association. They conducted a detailed survey on cover crops with more than 80 farmers across 11 states in the SHP network about cover crop usage on their trial sites in the fall of 2019.

"We know farmers in our network are innovators, and that there is a huge range of cover crop management practices across our network depending on the farmer's management goals, where they are located, their soils, and cropping systems," said Dr. Maria Bowman, Lead Scientist for the Soil Health Partnership.

Bowman says the most significant finding was that although more than half of farmers planted their cover crops between the middle of September and the beginning of November, almost 40 percent planted before or after these dates. In addition, 25 percent of farmers responding to the survey interseeded or overseeded the cover crop into a standing cash crop.

"This means that farmers are using a wide range of strategies to get cover crops out on their fields, especially in higher latitudes where there are timing and labor constraints to getting a cover crop in after harvest," said Bowman.

The intent is to provide SHP farmers as well as those outside the network context on cover crop usage, practices and cost. The dataset will help answer important questions about what type of management practices lead to successful outcomes.

The most widely planted cover crop species was cereal rye. Of the farmers who planted a single species, 80 percent planted cereal rye, and it was also present in 50 percent of cover crop mixes.

"Cereal rye is popular because it produces a large amount of biomass, which can keep soil in place, scavenge residual nitrogen, or provide weed-suppressing residue depending on the cover crop goals," said Jim Isermann, SHP Field Manager in Illinois and Wisconsin. "It also is winter hardy, allowing for a wide planting window, relatively easy to chemically terminate, and seed is rather cheap."

Fifty-three percent of farmers reported planting a cover crop mix of two or more species. The five most popular species in mixes included in order: cereal rye, oats, rapeseed, radish and clover.

When it comes to cost, the median cost of cover crop seed was \$15 per acre and to apply it was \$12 per acre. Those costs vary according to the mix and seeding method used.

Additional data are being collected this year to see how the cover crops developed and the impact on agronomic outcomes for the 2020 cash crop.

The entire SHP Cover Crop Planting Survey Report can be downloaded at <https://bit.ly/CoverCropReport>.

About the Soil Health Partnership

The Soil Health Partnership is a farmer-led initiative that promotes the adoption of soil health practices for economic and environmental benefit. A program of the National Corn Growers Association (NCGA), the partnership extends to more than 200 working farms in 16 states. While building a peer-to-peer network, SHP collects on-farm data to evaluate the impacts of soil health practices on the soil, the environment, and the farmer's bottom line. For more information, visit <https://soilhealthpartnership.org>.



Cereal rye was found to be the most widely planted cover crop, and of the farmers who planted a single species, 80 percent planted cereal rye, and for those who didn't, it was still present in 50 percent of cover crop mixes.

Animal Ag Alliance Virtual Summit Attendees Get 'Primed & Prepared'

The Animal Agriculture Alliance's 2020 Stakeholders Summit, themed "Primed & Prepared," equipped food and agriculture stakeholders with the tools needed to bridge the gap between farm and fork. The Alliance hit an attendance record with 515 attendees registering for the first-ever virtual Summit, held May 7-8. Several preconference webinars were held between April 30-May 6.

Colorado Corn Administrative Committee at-large board member Mike Lefever and staff Kim Reddin were among the attendees to listen and watch sustainability leaders in animal agriculture provide their thoughts on where the industry is headed. Clearly, environmental stewardship continues to be a top-of-mind concern for many stakeholders. "We want to get better, and we want to talk about it," said Claire Masker-King, Director of Sustainability Communications with the National Pork Board, during a preconference webinar leading up to the Virtual Summit. Other speakers noted that most sectors along the food supply chain realize they have a part to play and an opinion to share in sustainability discussions, but they need to work collaboratively to achieve their goals. There are more things in common between stakeholders outside of the animal ag industry than not, added Eric Mittenenthal, Vice President of Sustainability at the North American Meat Institute.

Groundbreaking findings were shared as researchers detailed their work in measuring consumer opinions through the use of biometrics including functional neuroimaging and eye movement tracking. "How people answer questions in surveys and what they buy aren't necessarily the same," said Jessica Meisinger, PhD, North American sustainability lead of Merck Animal Health, a partner in the study explained to Virtual Summit attendees. "When you look at brain and eye movement information, you can definitively tell what consumers feel," Meisinger said. Research findings suggest that items perceived as "riskier," such as antibiotics and hormones, have greater potential for perception changes due to the increased time spent thinking about these items.

A panel of farmers who are on the front lines of discussions surrounding food and farming was also featured at the Virtual Summit, and they emphasized that it's vital to work together to reach consumers to build common ground. "We don't all have to agree, but

we need to stand united," said Tara Vander Dussen, a New Mexico dairy farmer also known on social media as New Mexico Milkmaid. The panel of social media superstars agreed that products should be marketed without bashing others – if your product is good and you believe in it, you should only have to talk about your brand. They also pointed out that farmers need to be mindful of what is said on social media and the implications that could come from it.

Steve Lerch, former Google executive and Founder and President of Story Arc Consulting, wrapped up this year's Virtual Summit identifying ways to build trust. "Trust is almost as important to consumers as quality and value," he said. According to Lerch, the consumers the farming community is trying to reach – the moveable middle – are often the ones paying the least attention to outreach efforts. He suggested leading with an entertaining story to grab someone's attention before diving into the facts. He also noted, "You can't be all things to all people." Brands should stay focused on their core product instead of trying to deliver everything.

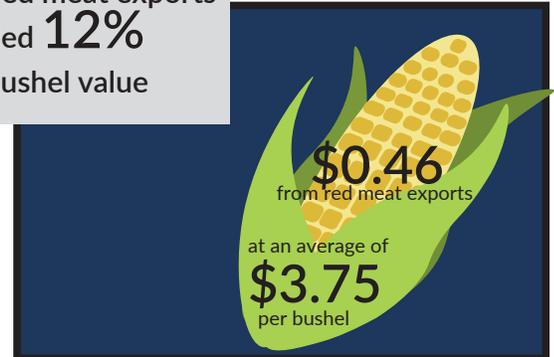
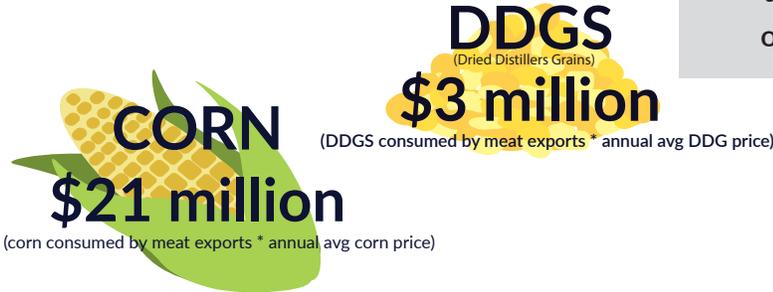
To learn more about the Alliance and all the insights shared at the Virtual Summit, check out the highlights report released by the Alliance: <https://animalagalliance.org/resource/2020-stakeholders-summit-highlights-report>.

The 2021 Summit is set for May 5-6 at the InterContinental Kansas City at the Plaza hotel in Kansas City, Missouri. Stay tuned to summit.animalagalliance.org and #AAA21 for event updates.



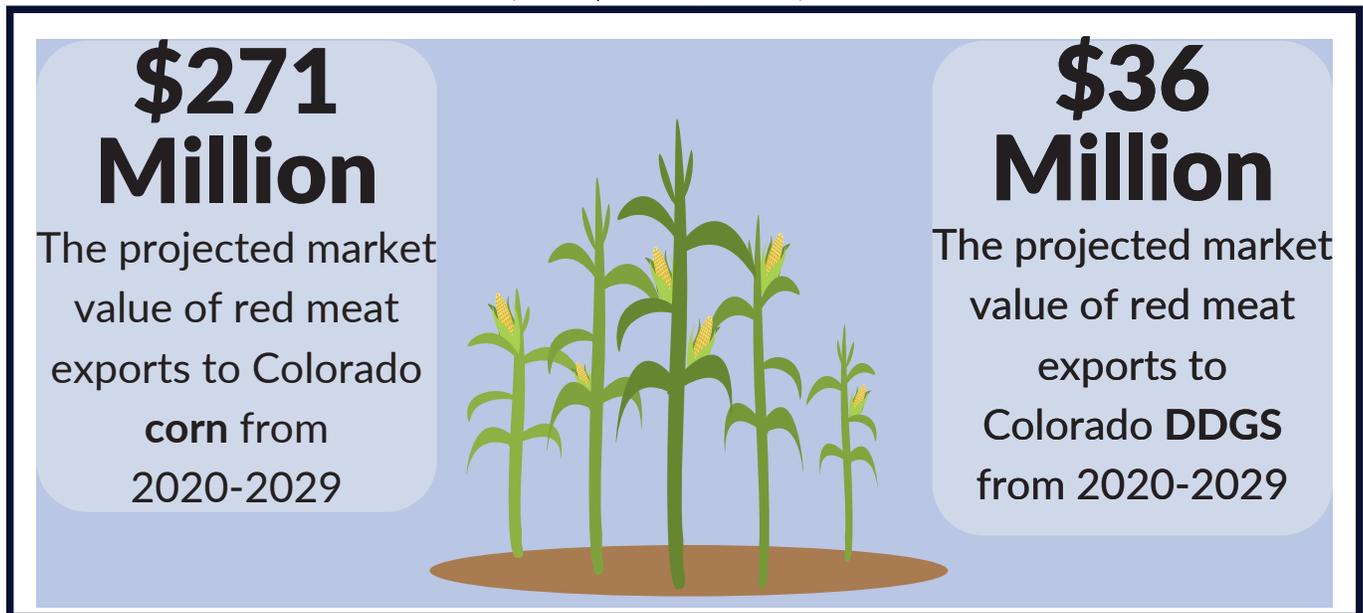
In 2019, the market value of red meat exports to Colorado

In 2019 red meat exports added **12%** of bushel value

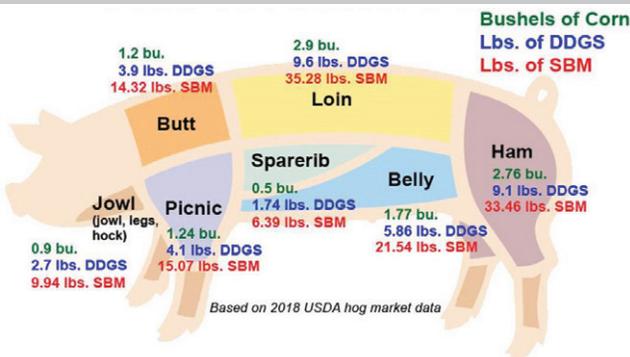


Without red meat exports, Colorado corn growers would have lost **\$74 million in corn revenue** in 2019

(state corn production * \$0.46/bushel)



Feed Cut Out for Pork



Feed Cut Out for Beef



Based on 2018 USDA cattle market data

CCAC Members Attend First Ever Ag TC Annual Meeting

Colorado Corn Administration Committee members Matt Mulch and Mike Lefever, along with staff member Kim Reddin, attended Agriculture Transportation Coalition (AgTC)'s first ever virtual conference on May 20-21.

"Nearly 500 attendees joined us at the 32nd Annual AgTC Meeting, with many able to attend from around the country and even around the world. We were pleased to have folks from the middle of the country, from the corn growing and refining areas. As always we enjoy significant participation from the Rocky Mountains states whose products depend upon an affordable and dependable transportation system reach the west coast or gulf coast gateway ports for export," said Peter Friedman, Executive Director, AgTC.

The conference featured 35 speakers across two days, covering a variety of issues. "We addressed ag transportation issues throughout the two days of lively presentations, including truckers, the railroad, ports, ocean carriers, but most of all the core membership of the AgTC -- agriculture growers, producers, processors, exporters. We look forward to doing more of these virtual meetings in the coming months and look forward to having Colorado Corn and its members attend," he said.

During the conference, a prestigious award was also given out. Before this year, only one person in the AgTC's 32 year history had been recognized as the Agriculture Transportation Coalition's 'Person of the Year' - Jim Newsome, South Carolina Ports for his leadership in thwarting the VGM debacle.

On May 20, which was Day 1 of the AgTC's 32nd Annual Meeting, with 476 attendees participating virtually due to COVID-19, FMC Commissioner Rebecca Dye was awarded this honor for her courage, her supply chain work, the Teams she has convened, and the demurrage and detention Guidance she drafted and championed

The CCAC Market Development Team gained a lot of value from attending the conference, and sees the needs for an organization like Ag TC. "Transportation is critical for moving grain across the country, and to an even greater extent for exports. The United States' ability to move product on time, efficiently, and at a price competitive to those with location, production, or other advantages, is our single greatest advantage to securing and/or keeping a market!! Improvements to our infrastructure – roads, rail system, locks/dams, and ports are overdue. Regulatory and legislative measures that hinder improvements or the ability of an industry to get their goods to market in a reasonable and affordable way will be the roadblock to that industries competitiveness here and especially globally," said Reddin.

"Few, if any causes will have as significant an overall impact on agriculture as transportation and Colorado growers and first handlers deserve to have a voice and to be part of this effort."

AgTC is the voice for agriculture in U.S. transportation policy. Somewhat ocean freight-centric, they do have a significant emphasis on rail, truck and barge challenges. Transportation leadership and advocacy is key to any commodity's success and competitive advantage in the global economy. China has invested billions of dollars improving road, rail, and waterway systems in Asia, Africa, South America, and across Northern Europe.

"We always invite our AgTC members, including those with Colorado Corn, to share with us your current challenges, so we can go to bat on your behalf," said Friedman.



Conference Attendees



Agriculture Transportation Coalition

"The principal voice of agriculture in U.S. transportation policy"



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I WAS SUPPOSED TO BE A ROCK, BUT INSIDE I WAS CRUMBLING.

When I reached out, I was seconds away from ending my life. Financially, things on our ranch were falling apart—and I felt like a failure. I didn't want my problems to burden anyone else, so I buried 'em inside. And that's what almost buried me. Thankfully, I picked up my phone and called Colorado Crisis Services. I was able to finally get out everything I'd been holding inside, and I realized that trying to be a rock of strength for everyone else had actually caused me to start crumbling inside.

No matter what you're going through, you don't have to go through it alone.



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STOP THE SPREAD



HELP LIMIT THE SPREAD OF COVID-19 IN RURAL COLORADO

**Protect your family.
Protect your community.
Protect agriculture.**



WASH YOUR
HANDS
REGULARLY



COVER YOUR
MOUTH WHEN
COUGHING OR
SNEEZING WITH
A TISSUE OR
YOUR ELBOW



AVOID TOUCHING
YOUR EYES, NOSE
AND MOUTH



STAY MORE
THAN 6 FEET
APART



GOING OUT?
WEAR A CLOTH
MASK IN PUBLIC



Impacts of the Coronavirus & Agriculture

During this time of uncertainty, be sure to visit Colorado Corn's website for the latest COVID-19 news from an agricultural and policy perspective in Colorado and beyond, including links to relief programs available. The staff and board of directors have and will continue to work with federal, state, and local officials to keep the continuity of business intact while taking into account the serious public health consequences of COVID-19.

For the latest news and
resources please visit
<https://coloradocorn.com/covid-19>